Supplier's Role in Warfighter Readiness

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Director

Maritime Supplier Operations Directorate (F)

Agenda

DSCC

- Warfighter's Worldwide Operations
- Business Overview
- What DSCC provides to the Warfigl
- What Industry provides to the Warf
  - Quality Product
  - Responsiveness / Responsible
  - Best Value

Increased Worldwide Operations

DSCC

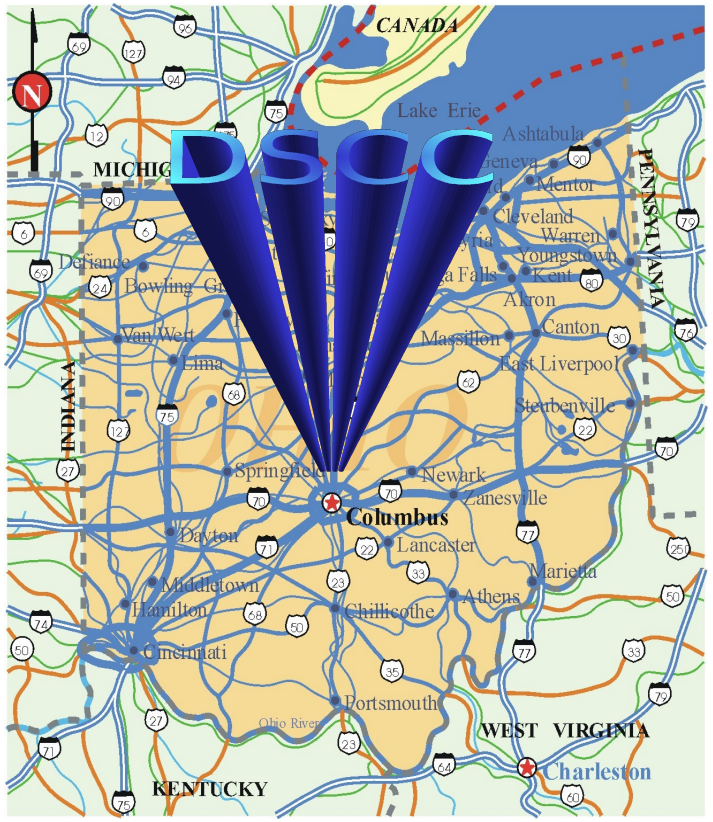
Contingencies

Around the Clock ... Around the World !

Business Base

DSCC

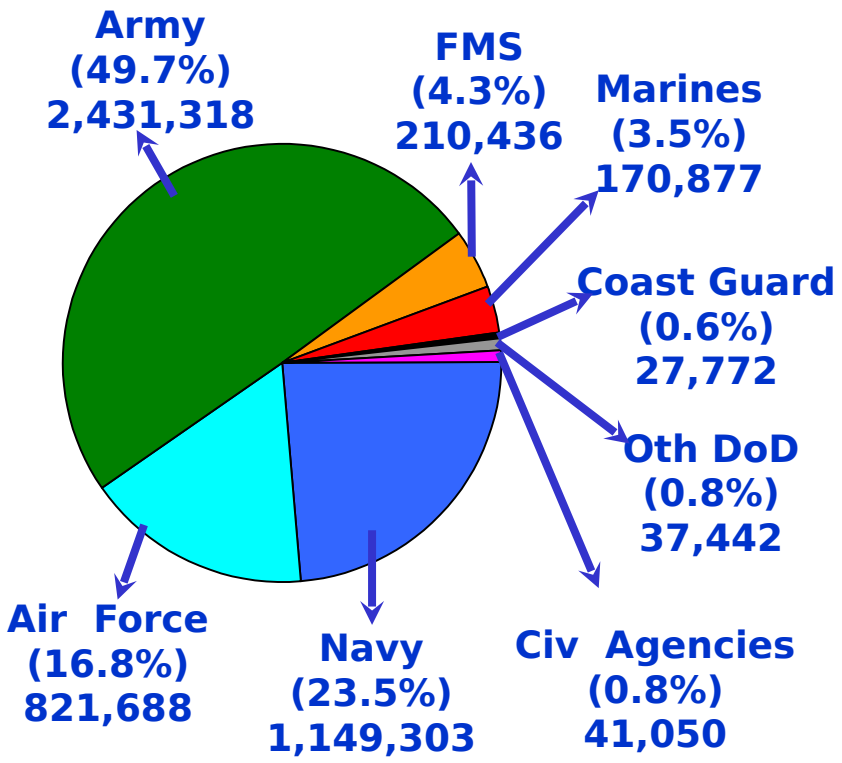
- 4.9 M Reqs Annually
- 1.6 M NSNs
- $2.3B Sales
- 22,000 Customers
- 4,700 Suppliers



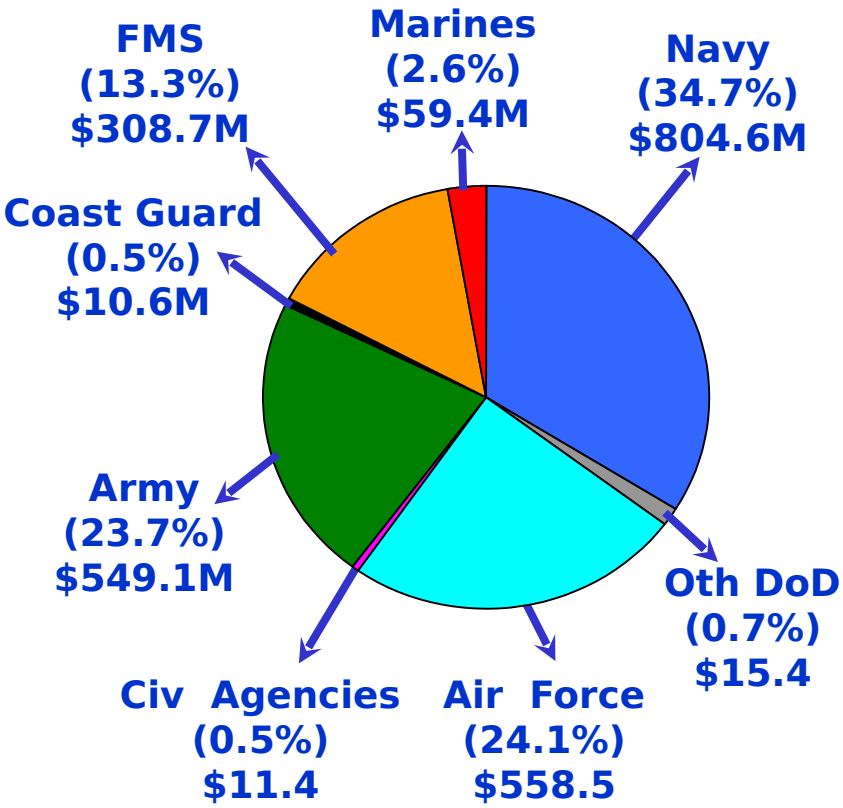
FY02 Customer Profile

DSCC

By Orders



By Sales

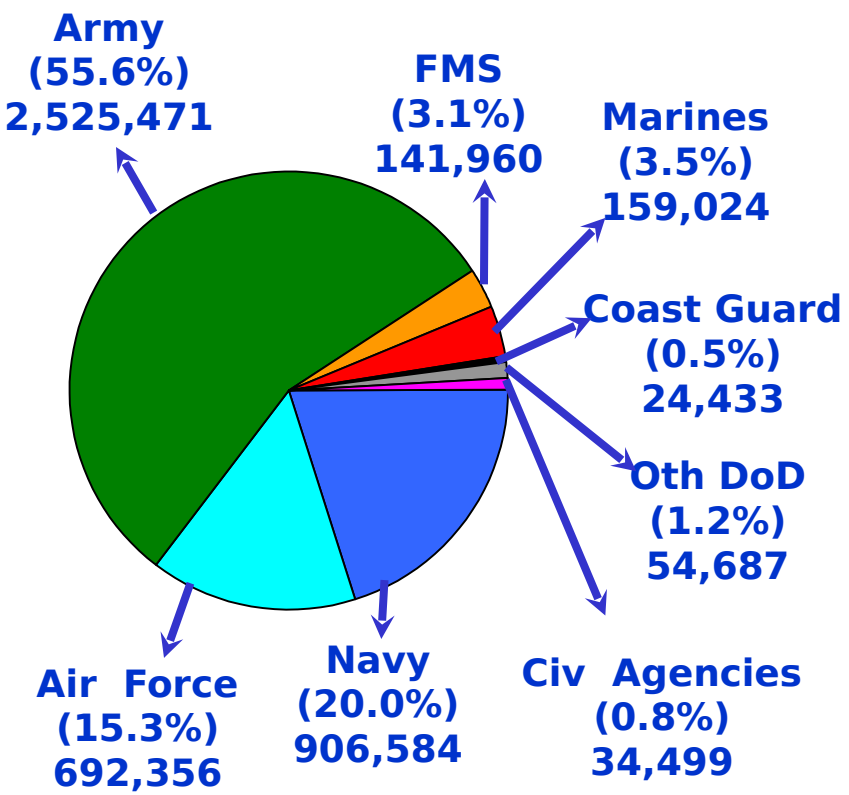


Total Dollar Value: $2.3B
Total Orders: 4.9M

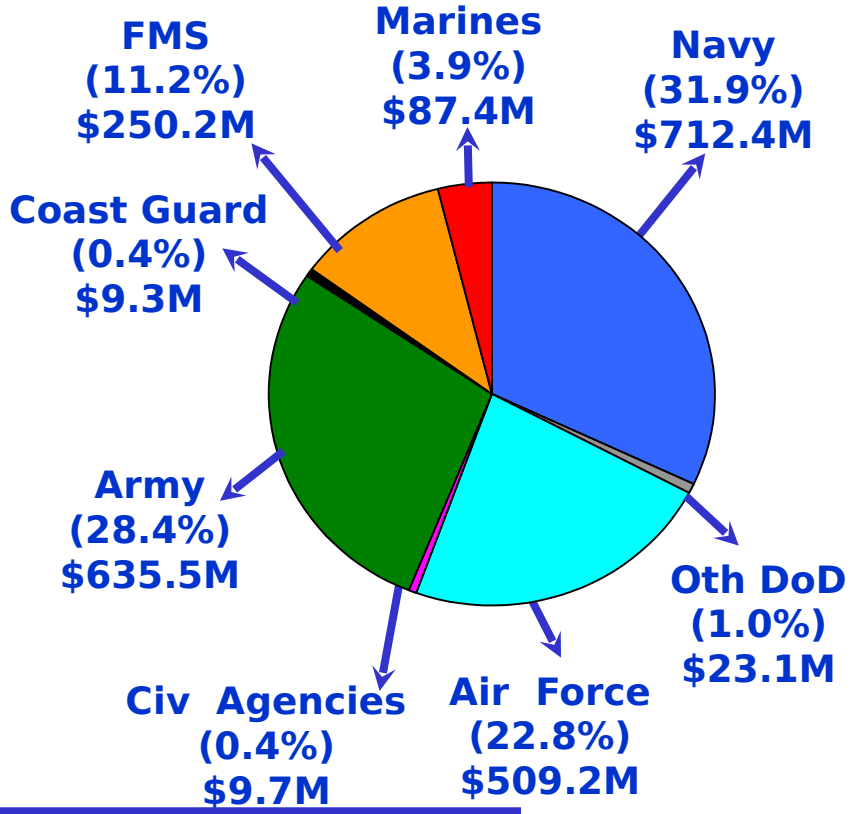
FY03 Customer Profile

DSCC

By Orders



By Sales



Total Dollar Value FYTD: $2.2B

Through 7/31/20 03

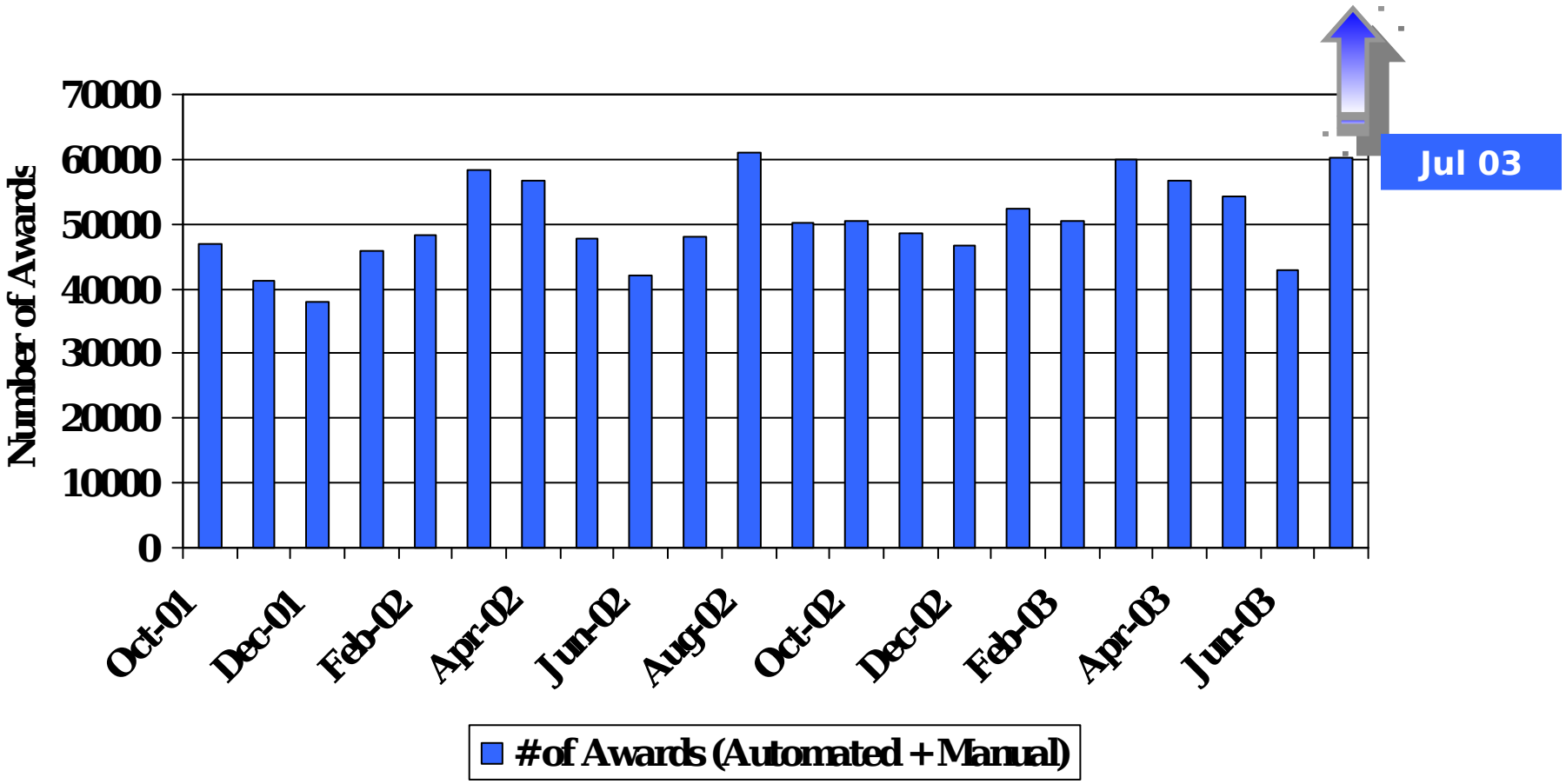
Workload Stats - FY02

DSCC

- 588,421 Award Actions
- Purchases
  - 99.7% Actions – Small Purchase
- Average Award Value - $3,378
- Competitive Solicitations
  - 87.3% of Dollars
  - 87.5% of Actions
- Automated Award Actions
  - 31.4% Of Dollars

Automated Award Actions

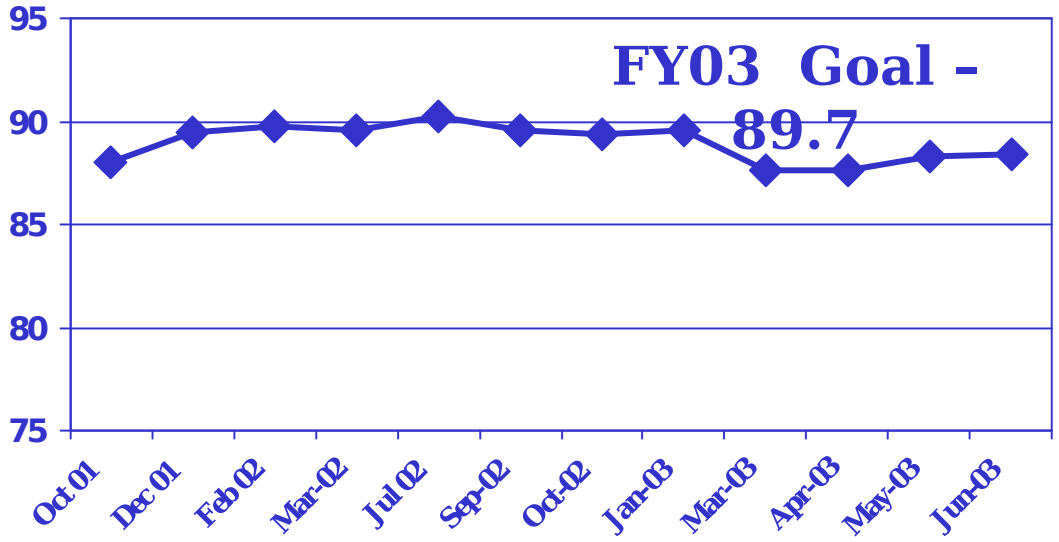
DSCC



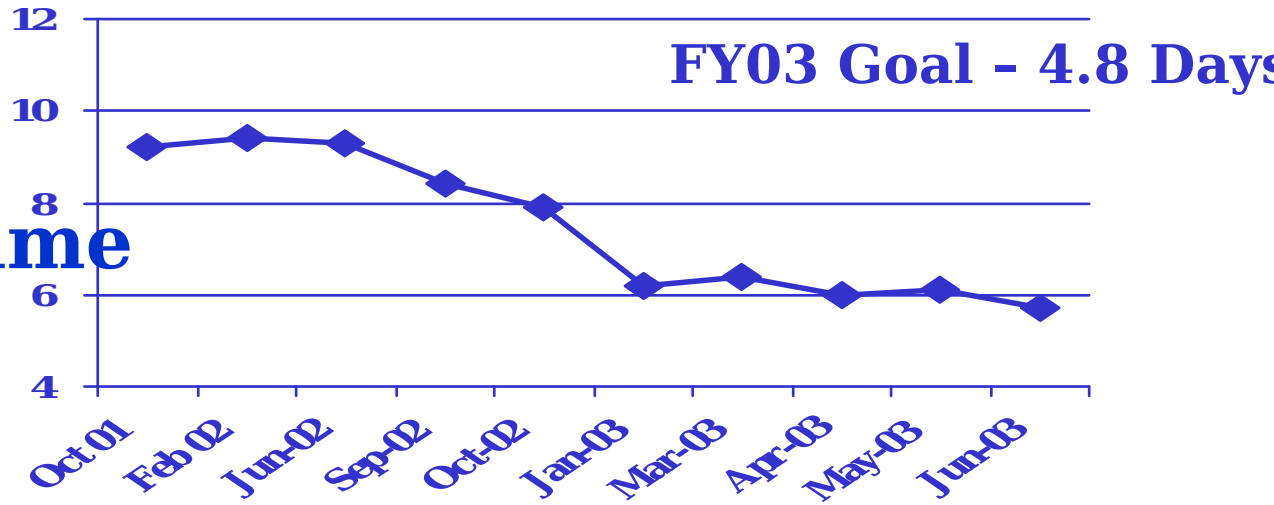
Key Metrics
Where You Make a Difference

DSCC

Order Fill Rate



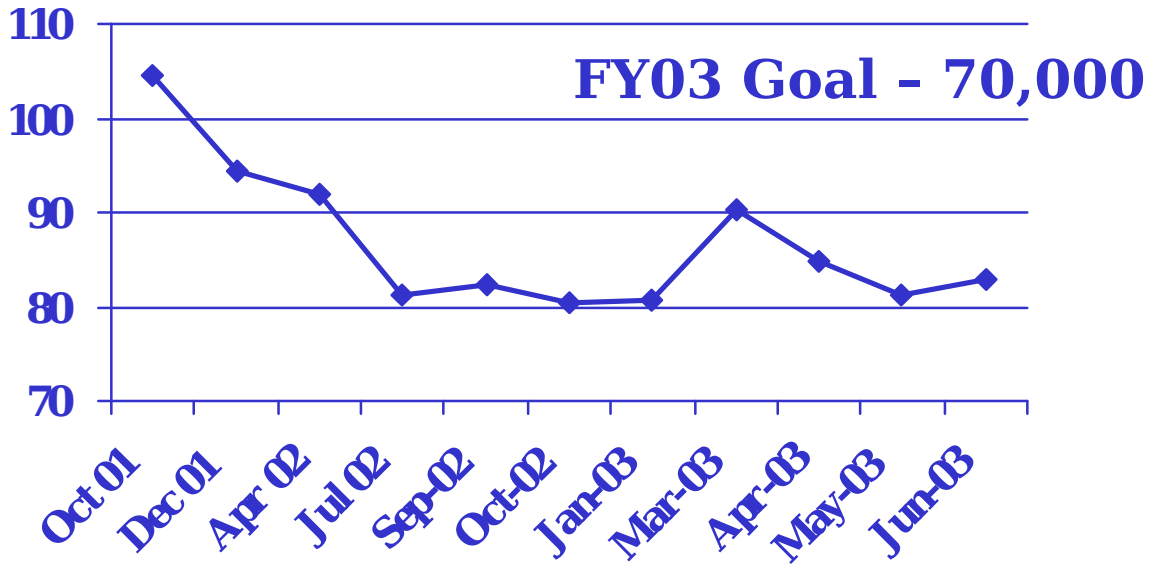
Logistics Response Time



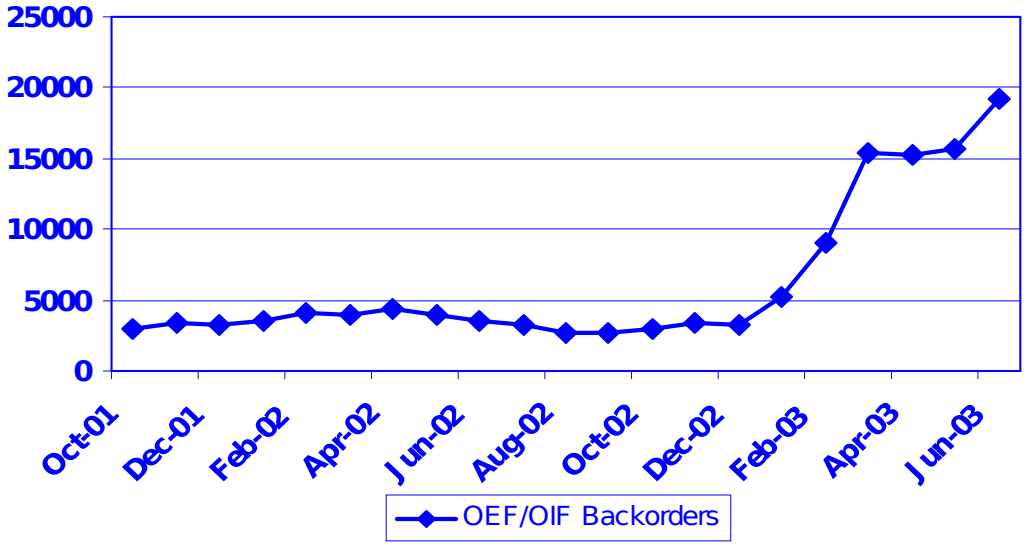
Key Metrics
Where You Make a Difference

DSCC

Backorder



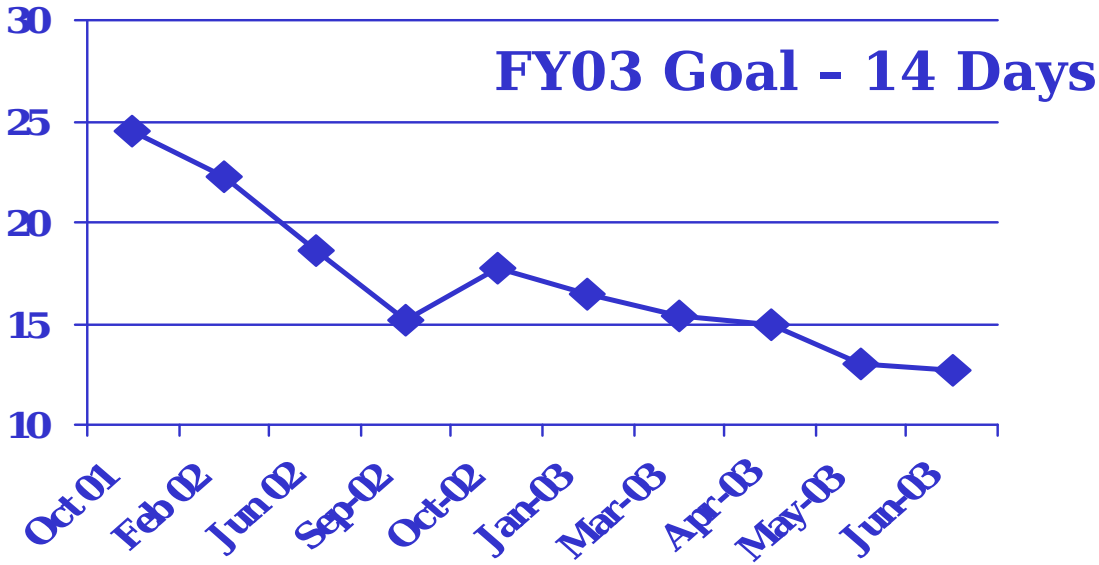
Backorder for Contingency Ops



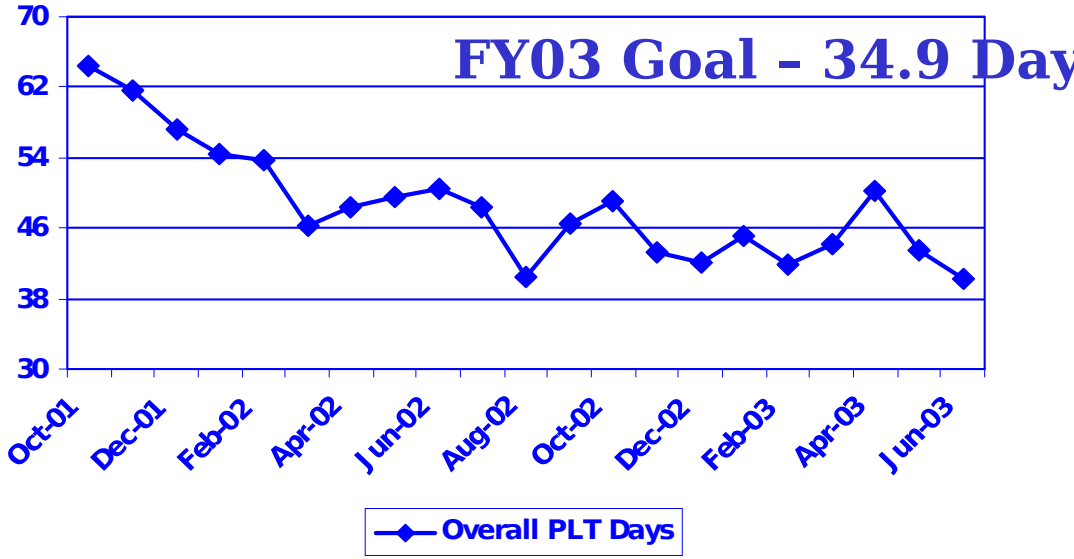
Key Metrics
Where You Make a Difference

DSCC

PR Processing Time



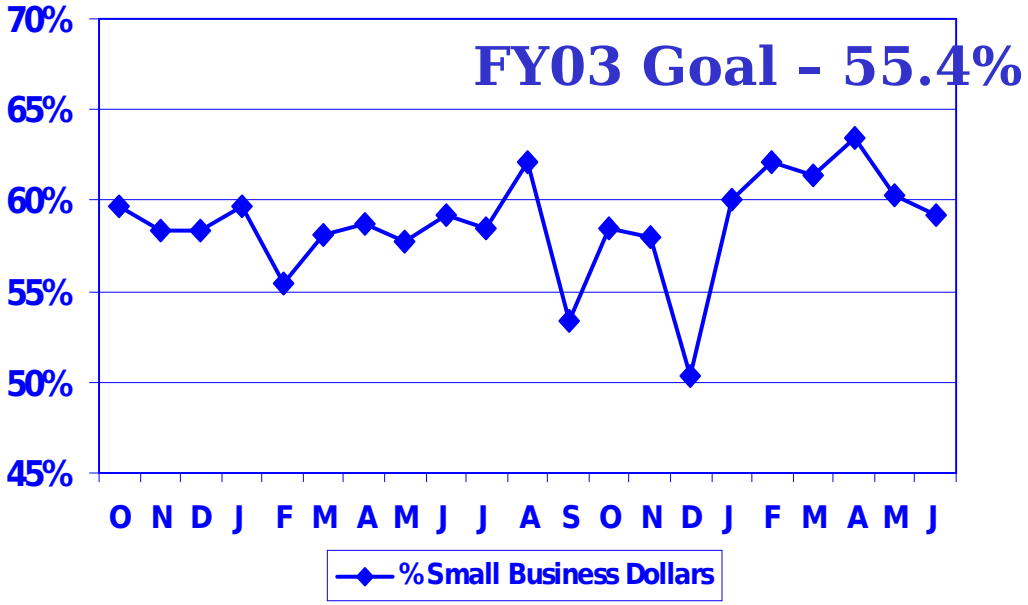
Production Lead Time



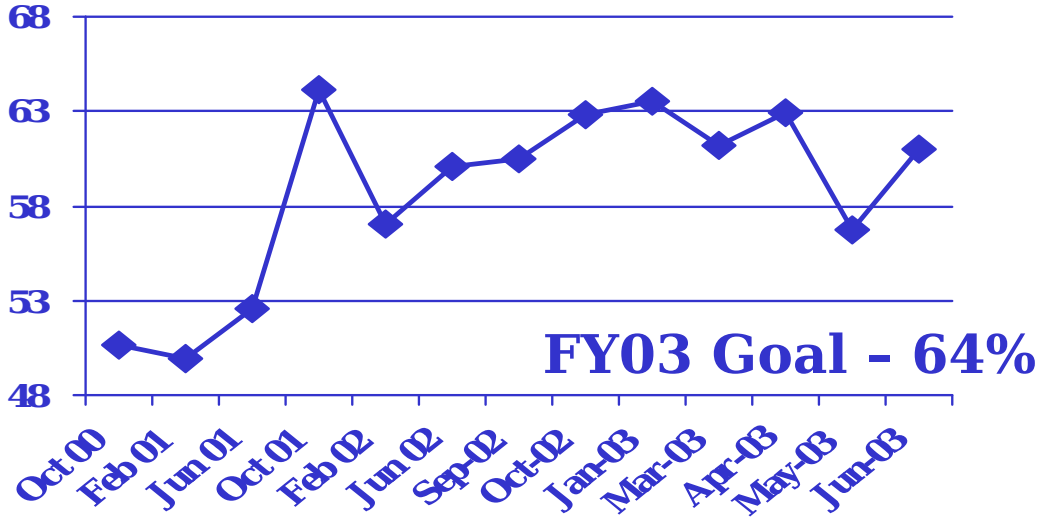
Key Metrics
Where You Make a Difference

DSCC

% Small Business Dollars Obligated

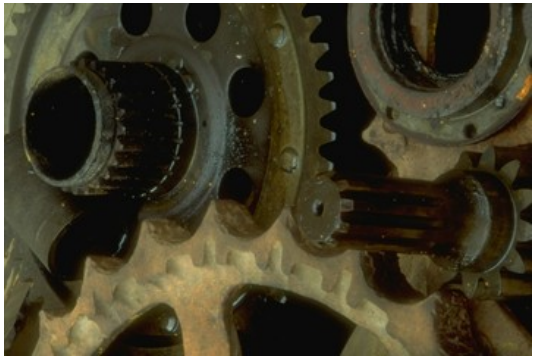


Shift To Commercial Practices



What We Are About

DSCC



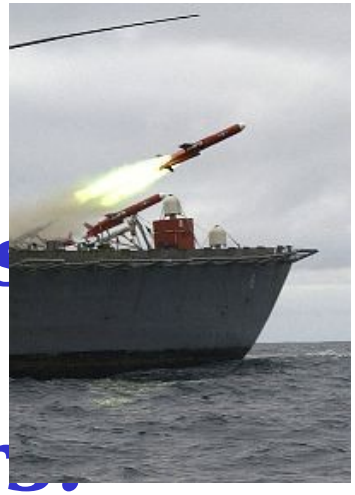
Right Item

Right Time

Right Place

Right Price

Every Time ….



Best Value Solutions
For
America's Warfighters

Supporting the Warfighter

DSCC

DSCC WANTS YOU!

- Quality Product
- Responsiveness / Respo
- Best Value

Supporting the Warfighter

DSCC

Right Item

- **Quality Product**
  - **Meets Technical Specifications**
  - **Understanding the Requirements / Capability to Produce**
  - **Timely Submission of First Article Testing / Product Verification Samples**
  - **Ensure coordination with DCMA (Administrative Procurement Contract Office)**

Supporting the Warfighter

DSCC

- **Responsiveness / Responsible**
  - **Timely Delivery of Product**
  - **Timely Quoting**
  - **Timely identification of contractual issues / problems**
  - **Incremental delivery**
  - **Subcontractor's responsibility for on time performance**

Right Time

Supporting the Warfighter

DSCC

- **Best Value**
  - **Automated Best Value System (Performance/Delivery/Price)**
  - **Best Delivery Value**
  - **Competition**
  - **Saving the Taxpayer Dollars**
  - **Best Value is not always based on Price!**

Right Price

Summary

DSCC

- **High Operational Tempo**
- **DSCC Role is Critical to the Warfighter's**
- **Industry is Pivotal to Supporting the Defense of this Nation**